

Message Text

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44

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 /014 W
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R 051625Z APR 76
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 1916

UNCLAS ACCRA 2520

E.O. 11652: N/A
TAGS: TAGS: BEXP GH
SUBJ: WTDR/FTI - GHANA TOURIST DEV. CO. LTD.

REF: USDOC 03627

1. GHANA 2. CNTRY CODE: 749 3. SER. NO: N/A

4. GHANA TOURIST DEV. CO. LTD. 4B. CODE: A

5. P.O. BOX 8710; CONTONMENTS ROAD

6. ACCRA, GHANA

7. EST. 1974 8. EMPL: 70 9. SIZE: (19-X) LARGE

10. REPUTATION: (22-X) GOOD

11. FIRM IS A GOVERNMENT-SPONSORED TOURIST PROMOTER AND HAS MONOPOLY FOR OPERATING DUTY-FREE SHOPS. HAS THREE SHOPS IN ACCRA AND PLANS TO OPEN SEVERAL OTHERS IN FIVE REGIONAL CAPITALS AND IN MAJOR TOWNSHIPS ALONG GHANA'S BORDERS. IMPORTS WIDE RANGE OF CONSUMER ITEMS FROM SEVERAL COUNTRIES AND IS INTERESTED IN NEGOTIATING CONSOLIDATED PURCHASING ARRANGMENT WITH AN AMERICAN FIRM.

12. RPT DATE: 04/76

13A. 20000/15 IMP. RETAILER OF FOOD AND KINDRED PRODUCTS
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13B. 20800/15 IMP. RETAILER OF BEVERAGES AND LIQUOR

13C. 21000/15 IMP. RETAILER OF CIGARETTES AND OTHER TOBACCO PRODUCTS

13D. 28400/15 IMP. DIST. OF PERFUMES AND OTHER TOILET PREPARATIONS

13E. 36300/15 IMP. DIST. OF HOUSEHOLD ELECTRIC APPLIANCES

13F. 36500/15 IMP. DIST. OF RADIO AND T.V. RECEIVING EQUIPMENT AND SUPPLIERS

13G. 38610/15 IMP. DIST. OF PHOTOGRAPHIC EQUIPMENT AND SUPPLIES

13H. 38730/15 IMP. RETILER OF WATCHES

13I. 39110/15 IMP. RETAILER OF CIGARETTE LIGHTERS AND MISC. JEWELRY ITEMS.

13J. 39510/15 IMP. DIST. OF PENS, OFFICE AND ART SUPPLIES

14. CONTACT: MR. KOFI ANNAN TITLE: MANAGING DIRECTOR

15. CABLE: TOUDEV 16. TELEX: 2140 17. TEL: 74201

18. FINANCIAL REF: GHANA COMMERCIAL BANK, LIBERTY HOUSE BRANCH, P.O. ?9/ 4443, ACCRA

19. TRADE REF: LORILLARD DIV., LOEWS CORP., INC., 200 E. 42ND ST., NEW YORK,N.Y. 10017

20. NO FOREIGN FIRMS REPRESENTED

21. THIS GOVERNMENT-OWNED FIRM HAS EXPRESSED SERIOUS INTEREST IN A VARIETY OF LICENSING, MANAGEMENT, OR JOINT-VENTURE ENTERPRISES IN DEVELOPING TOURIST RESORTS, BUILDING HOTELS AND MOTELS, AND OPERATING BUS AND CAR RENTAL SERVICES. IN ADDITION, IT HAS PLANS TO ESTABLISH VEGETABLE FARMS, CATTLE RANCHES, FISHING AND FOOD-HANDLING FACILITIES TO SUPPLY HOTEL PROJECTS. HOWEVER, EMPHASIS IS TO REORGANIZE AND EXPAND DUTY -FREE-SHOP OPERATIONS IN WHICH IT HAS APPARENTLY MADE SIGNIFICANT PROGRESS. A UNCLASSIFIED

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THIRD STORE (A FOREIGN-EXCHANGE SHOP) WAS RECENTLY OPERNED NEAR DOWNTOWN ACCRA, AND ANOTHER ONE IS REPORTEDLY ALMOST READY FOR COMMISSIONING AT AFLAO, NEAR THE TOGO BORDER. ALTHOUGH FIRM IS NEW TO IMPORT TRADE, IT HAS THUS FAR ESTABLISHED GOOD REPUTATION AMONG THE GHANAIAIAN TRADING AND FINANCIAL CIRCULES. A LOCAL BANKING REFERENCE COMMENTS FAVORABLY ABOUT FIRM'S FINANCIAL AFFAIRS AND CONSIDERS IT "GOOD FOR NORMAL BUSINESS ENGAGEMENTS." WE RECOMMEND THE COMPANY AS

A SUITABLE TRADE CONTACT FOR U.S. BUSINESS, BUT SUGGEST
CAUTION BE EXERCISED IN LARGE CREDIT NEGOTIATION UNTIL
MUTUAL TRUST IS ESTABLISHED.

22. PREPARED BY P.A. HENNISON APPROVED BY A.L. GLAD
AT AMERICAN EMBASSY, ACCRA.
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NNN

Message Attributes

Automatic Decaptioning: X
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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Margaret P. Grafeld
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